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From: rhauser@relocationadvisorsgroup.com
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Sent: Monday, November 21, 2005 11:51 AM
To: ATR-Real Estate Workshop; CompetitionandRealEstate@ftc.gov
Subject: RE: White Paper on Supression of Exclusive Buyer Agency as a
Consumer Option - by Forces in the Real Estate Industry

Word document as well (besides the PDF just sent)

From: Rick Hauser . ABR EBB EBA GRI
[mailto:rhauser@relocationadvisorsgroup.com]
Sent: Monday, November 21, 2005 10:50 AM
To: 'CompetitionandRealEstate@ftc.gov'; 'RealEstateWorkshop@usdoj.gov'
Subject: White Paper on Supression of Exclusive Buyer Agency as a Consumer
Option - by Forces in the Real Estate Industry

Paper discusses the egregious lack of disclosure by State Real Estate Associations (paid off with PAC money perhaps) and the National Association of Realtors and traditional Real Estate companies (on disclosure forms about all the consumer's options in representation) that Exclusive Buyer Agency is a very distinct form of "agency-level full-fiduciary representation" for home buyers.

This is because it is a threat to their existing business model (of "double dipping" commissions) due to better representaiton of buyers (at no extra cost) - versus the conflicts of interest that can occur when someone uses a "buyers agent" (that works for a company that lists property for sale.) (But which of course - isn't adequately disclosed in the industry to consumers - with case examples etc.)

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<<http://www.relocationadvisorsgroup.com/images/TRANS150.gif>>

As "exclusive buyer agents" we are specialists - working for home buyers and Real Estate investors only. We do not list property for sale - in order to protect home buyers, 100% of the time, without the conflicts of interests that plague "buyers agents." We don't "sell" people property - we help

people buy it, as an unbiased consultant - not a "salesperson." Best of all - we don't cost more than ordinary buyers agents - and we save you much more money on-average. Ask us about our \$10,000 or more "PRICE OFF GUARANTEE," and how we help clients "shop" for the best loan (at no extra cost) - saving them many thousands of dollars.

We help home buyers:

- see the widest selection of homes (including ALL For-Sale-By-Owner properties, new construction, pre-foreclosure and foreclosure)
- have the best facts about each home and community (extensive databases)
- have unbiased home showings (we don't show more of our own companies listings because we don't list property for sale!)
- get the best possible purchase price (36 years of combined professional negotiation training and experience, masters degree in psychology and expert intelligence collection)
- have the least amount of stress (you don't have to worry about what you aren't being told)

If you know of a friend, family member or business colleague who may be buying a home - please offer them our contact information. They will thank you! Referrals from past clients and informed consumers continue to be the foundation of our business. Please have them mention your name when they call. Thank you.

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